

Subject line:
Gary Kent Q&A: Best Big U.S. Cities To Live In

GARY KENT'S Real Estate Q&A #224

Save Time, Make Money, & Avoid Headaches When You Buy Or Sell A Home or Rental Property in SAN DIEGO!

IN THIS ISSUE:

- 1. Welcome / This Week's Special Offer
- 2. Gary's Real Estate Seminars
- 3. Homebuying Question
- 4. Homeselling Question
- 5. Investing or Financing Question
- 6. Hot Properties: New Listings BEFORE They Hit The Market
- 7. Thank You For Your Referrals

***** 1. WELCOME / This Week's Special Offer**

Welcome To The Latest Issue

Hello and happy Friday! If you'd like to search the San Diego or Riverside MLS for a home from the comfort of your own PC, click here: [Free MLS Homesearch](#). We've got a lot to go over this week, so let's get started...

True Story: That's When I Hire A Property Manager...

Back in the 80's, I shared a tiny back office at a real estate firm with Steve, a great guy, excellent agent, and sharp real estate investor. One day he as he was leaving our little cubby-hole, he said, "I'm going to collect my rent," opened his sportscoat, and showed me his "piece". (TV-deprived?...that's slang for a pistol.) He said he owned rentals in tough areas and many tenants only paid in cash, so he went armed to the teeth to collect his rent.

Get On Our New "Foreclosure Hot-List"

Several major lenders have just selected me to handle their foreclosures. And I'm looking to build a short list of investors or people just looking to purchase a home at an attractive price. I anticipate they will be available 5-10% below market. If you'd like to be the first to find out about them, [click here](#).

San Diego Home Price Nostalgia, #4 of 4

Here's another page from the 1954 San Diego Union real estate classifieds. [Take a look](#) and be amazed...

CNNMoney Best U.S. Places To Live 2006

The best BIG cities to live in per CNNMoney are:

1. Colorado Springs, CO
2. Austin, TX
3. Mesa, AZ (Have they ever actually been to Mesa...?)

4. Raleigh, NC
5. San Diego, CA (Should be #1!)
6. Virginia Beach, VA
7. Omaha, NE
8. Columbus, OH
9. Wichita, KS
10. NY, NY

Next Friday: 10 SAFEST cities

Interested In Positive Cashflow Apartments With No Management Hassles?

Want a hands-off real estate investment with consistent positive cashflow? Sound too good to be true? I've found a great investment opportunity that I'm personally investing in, as have several of my clients. If you have \$100,000 to \$3,000,000 to invest and want to find out more...**Call me at (858)457-KENT** or [CLICK HERE for info on the Positive Cash-Flow Apartments](#)

This Week's Special Offer:

How To Buy A Home In San Diego

FREE GUIDE: "How To Buy A Home In San Diego"

Discover how to find and get the best value, beat any competing bidders (yes, this still happens!), make your offer "strong as cash" even if you're getting a loan, & make a homeseller happy to sell you their home for thousands less! These little-known tips may surprise you...even shock you.

Call (800)748-1340 to have this sent to you FREE via mail. Call 24 hours / 7 days a week; free recorded message. It should arrive at your home within 72 hours.

Send This Free Newsletter To A Friend

Subscribe them with a quick email to TellAFriend@GaryKent.com with their email address in the subject line.

Remember to email your questions, comments, compliments, corrections, critiques, & rebuttals to Questions@GaryKent.com.

~~~~~  
**\*\*\* 2. Gary's Real Estate Seminars**  
~~~~~

FREE SEMINAR October 7 / Saturday 10AM-NOON

At "Forum Hall" at the UTC Mall in University City

**"Can You Guess Where I'm Buying Real Estate In 2006?"
*Positive Cash Flow Apartments With Appreciation & ZERO Management***

- Want to build wealth through real estate?
- Want to buy real estate 10% below market value?
- Want an easy, hands-off investment you don't have to manage?
- Want to enjoy a consistent positive cashflow?
- Want real estate that will appreciate?

- Want your only responsibility to be cashing your monthly check?

This is the best real estate opportunity I've found in 22 years in the business. I believe in it so much that my wife and I are investing a bundle of our own money. Over 2 years, 25 of my clients have invested and every one I talk with reports profits equal or better than promised. And 8 more are investing this month.

If you have 100K to 3M to invest and want to find out more about this opportunity... [CLICK HERE for flyer, more info, & free sign-up](#)

Sandwiches & drinks provided + free dinner drawing. No obligation. Come, listen, ask questions, then you decide...

To RESERVE YOUR SEAT at this free presentation now, [click here](#) or call (858)457-KENT!

~~~~~  
**\*\*\* 3. HomeBUYING Question**

~~~~~  
"I've bought a home a few times and I don't understand why we need to pay an escrow company all that money. Can't I just give the seller a check from my lender and get the deed and record it?"

***ANSWER:

If only it were that simple...

You wouldn't want to get a letter from the IRS saying they're seizing your home due to an unpaid tax lien from the seller, would you?

Or give a dishonest seller \$100,000's and then they "forget" to give you the deed, sell the home to someone else, and then disappear with all your money?

You need a neutral escrow holder to be sure monies and documents don't change hands until all agreed-upon conditions are met, including paying off all existing loans and liens on the home. Escrow can only disburse funds and convey title when all conditions agreed-upon by you and the seller have been met.

~~~~~  
**\*\*\* 4. HomeSELLING Question**

~~~~~  
"I'm going to be interviewing agents to sell my home in North County. What should I be looking for in a marketing plan?"

***ANSWER:

Question...

If you need an attorney, would you ask him how he files motions and litigates cases?

If you need a surgeon, would you ask her how what types of scalpels she uses or incisions she makes?

I submit to you that the answer is NO.

If you're smart -- and I know you are! -- you'll ask what their success rate is and how many successful court cases or surgeries they've done. And you'll want verifiable information, not just vague generalities like, "We have many satisfied clients."

In other words, smart people look at the big picture of success and experience and track record instead of trying to interpret the effectiveness of the small picture details of a marketing plan.

Why?

1. I don't mean to sound rude (isn't that what Simon Cowell says just before he's rude?), but you're just not qualified to reliably distinguish a good marketing plan from an average one.

2. Many agents are great presenters, but poor at marketing and selling. They say meaningless drivel like, "We may find your buyer through our national referral and relocation network." That may sound good, but the odds of it happening are about one in a million.

3. Some agents don't even do what they promise. (Does that surprise you?)

So choose your agent based on their reputation and verifiable track record of success.

~~~~~  
**\*\*\* 5. INVESTING or FINANCING Question**  
~~~~~

"Hi Gary. I bought a home 3 years ago with 10% down and I've been paying PMI [private mortgage insurance]. I know PMI insures lenders against loss on low down payment loans. But my home value is way up, so I think they no longer have any risk. Can I cancel my PMI?"

***ANSWER:

Lenders must automatically cancel a borrower's private mortgage insurance, if paid by them directly, when:

- The borrower's mortgage balance is scheduled to reach 78% of the home's original value, AND
- The borrower is current on payments.

Borrowers can also send their lender a written request to cancel their PMI when:

- Their loan balance reaches 80% of the original value of the home, AND
- They have a good payment history, AND
- They have no other loans taken out on their home, AND
- The value of their home has not declined.

Borrowers are entitled to a refund of the unearned portion of the premium they paid when their private mortgage insurance is cancelled. Lenders must transfer the refund to them within 45 days of cancellation.

~~~~~  
**\*\*\* 6. HOT PROPERTIES: Call Now On These Hot New Listings & Not-Yet-On-The-Market Properties**  
 ~~~~~

"COMING SOON"

(Click [Contact Me](#) to be contacted BEFORE these properties hit the market!)

- **Clairemont** – Remodeled 4BR/2BA house + granny flat. 2-car garage. Mid/high 500's. [Contact Me](#)
- **Pacific Beach** – Cute updated 3BR/2BA north P.B. house. Priced @ just 600-650K in a neighborhood of \$1M homes! [Contact Me](#)
- **Pacific Beach** – Enjoy dazzling bay/city/nightlight views from this north P.B. home w/ large rooms! 900K-1M! [Contact Me](#)
- **Pacific Beach** – Custom 4BR north P.B. house w/ spectacular oversize rebuilt kitchen, canyon vu, more. 750-825K! [Contact Me](#)
- **Serra Mesa** – Very affordable 2BR condo. More info to follow. [Contact Me](#)
- **Tierrasanta** – **BANK-OWNED FORECLOSURE!** 1584sqft 3BR/2BA townhome, 2-car garage. Near pool, canyon. [Contact Me](#)

NEWLY LISTED (*Your Property Here!*)

- **Encanto** – **ESTATE SALE:** Priced below market! 3BR "fixer" house w/ family room, dbl garage, large lot. 415K! [Contact Me](#)
- **La Mesa** – Lovely 4BR home nestled in the foothills of Mount Helix on a peaceful, quiet, low-traffic street. 495-540K! [Contact Me](#)
- **Poway** – **BANK-OWNED FORECLOSURE!** 3BR/2BA home w/ views. Quiet street. To be around 500K! [Contact Me](#)

MORE GREAT HOMES & INVESTMENTS (*Your Home Here!*)

- **Carlsbad** – Newer 1766sqft, 3BR/2.5BA "Harbor Pointe" home on culdesac near beach. Remod kitchen w/ granite. Now 669K-679K!
- **Clairemont** – Near-2000 sqft home w/ huge 24x21 family room, hardwood floors, RV parking, more. Very private. 575-625K!
- **Clairemont** – Sought-after Palisades neighborhood! 3-4 BR house w/ HUGE 23x18 sunny California room. 650-675K!
- **Clairemont** – 2BR/2BA house w/ oversize backyard, brand-new eat-in kitchen, FPL, vinyl windows, quiet stree9t. 470K

- **SOLD/Clairemont** – 4BR/2BA “Parkwest” home w/ family room across from Gershwin Park tennis, basketball. 490-525K!
- **Clairemont** – Cute, clean 3BR/2BA home w/ 2-car garage, FPL, dbl-pane windows, lots of upgrades, nice yard. Now 465K-495K!
- **Clairemont/Kearney Mesa** – 1BR condo w/ GARAGE! Offers new carpet & paint, vaulted ceiling. Just 205-219K
- **Clairemont/Kearney Mesa** – 2BR condo w/ yard. Newer carpet, paint, flooring, appliances, tub/shower, more. Just 269K
- **Escondido** – **ESTATE SALE:** Bargain Hunter’s Dream. 3BR house w/ garage on full lot on quiet street. Reduced to 369K!
- **Jamul** –3BR/2BA house w/ brand-new kitchen & country views. FULL ACRE w/ lovely pool, RV parking, large garden: 625-675K
- **Lemon Grove** – Remodeled 1700sqft home on over 1/4 acre. Quiet street, 2-car garage, stunning kitch. 460-500K
- **Linda Vista** – 3BR/2BA fixer-upper house w/ spectacular valley & city views! Beautiful street. Priced to sell @ 459K!
- **Pacific Beach** – Upgraded 2BR/2BA townhome 1 block to Tourmaline Surf Park & Beach. Garage, quiet complex. 500-550K!
- **Phoenix, AZ** - 12 apartments, 4x1BR, 4x2BR, 4x3BR. Fully renovated. Condo conversion opportunity? \$1.068M.
- **Phoenix, AZ** - Cashflow apartments, zero management, 10-15% under-market!. 1031 exchange OK. \$100K to \$2M down.
- **Santee** – Beautifully upgraded 4BR home w/ panoramic views! Dual pane windows, custom kitchen w/ oak & granite: 465-485K

Call me at (858)457-KENT to find out more or arrange a private showing...

~~~~~  
**\*\*\* 7. THANK YOU For Your Referrals**  
 ~~~~~

Thank you Sandra S. for referring a friend to sell her home...

Have a great week...

GARY KENT

"The Agent You See **EVERYWHERE**"

**All-Time #1 Agent/Team In San Diego County for RE/MAX
 22 Years Experience -- 3,100+ Homes Sold**

Gary Kent Team --- RE/MAX Associates
(858)457-KENT --- (858)457-5368
GaryK@GaryKent.com -- www.GaryKent.com

If a friend would enjoy this enewsletter, forward it to them. To subscribe, email Subscribe@GaryKent.com with "subscribe" in the subject line.

You receive this free real estate ezine because you subscribed, entered your email address at my website(s), or were referred. By

reading it, you agree you: 1) understand this is opinion & not advice; 2) will seek professional tax, legal, and real estate advice; 3) are solely responsible for use of content, 4) hold Gary Kent, Kent & Associates Inc., and RE/MAX Associates harmless. Questions may be paraphrased for clarity/brevity. Free items are available only to residents, owners, and people planning to buy real estate in San Diego County. Disregard this email if you have a current listing or buyer-broker agreement. (c)2006 Gary Kent, All Rights Reserved.